


food co-operative



news



no.1. feb.'86

This newsletter was produced by the
Victorian Food Cooperative Study Group
408 Smith St. Collingwood, Vic 3066
Phone: 419 4322 / 419 4818

⇒ A Newsletter for Food Co-ops ←

A big 'hullo' from the Study Group and we hope the year is progressing well for you.

For well over three years many people have been battling to develop a situation whereby information, practical assistance and support can be provided to the food co-op sector. To some extent this newsletter is a breakthrough...however, we have at this stage only twelve weeks government funding for the development of such a service and we are continuing the lobby to maintain and develop a resource facility for food cooperatives.

In this short time we are planning to produce another two newsletters, so if you have any ideas, contributions, advertisements, articles or would like to have your cooperative featured then contact us without delay. The plan is to produce newsletter No.2 by March 14th and newsletter No.3 by April 4th. We need to hear from you at least a week before these dates for your contribution to be included.

Victorian Food Co-op Study Group

Project Tasks.

The Study Group currently has funding until April 4th. This funding is very much short-term and our brief for this period is as follows:

1. Continuation and extension of liaison with the food cooperative sector including -
 - (i) familiarising the sector with the Pilot Project.
 - (ii) obtaining further information for the development of resource material.
 - (iii) production of a newsletter.
2. Continuation of provision of advice to existing food co-ops and assisting groups wishing to establish food cooperatives.
3. Development of resource material for food co-ops.

4. Continuation of involvement with the Ministerial Advisory Committee on Cooperation (MACC) and dissemination of the MACC findings to the sector.

5. Additional tasks related to the proposed food cooperative warehouse and food co-op association.

6. Other tasks of a specific nature as directed by the Department, subject to mutual agreement.

Project Workers.

There are three workers with the Study Group.

Alison Bourn who has been with the project for two years, Louise Hayward who joined in July 1985

has a teaching and community work background and Michelle Keenan who was employed recently, having been coordinator of the Friends of the Earth food co-op for two years.

Tony Fitzgerald is an employee of The Brotherhood of St. Laurence and is now based with the Study Group. Tony has had extensive experience in food cooperatives and is now specifically working on developing resource material for food cooperatives.

The work of the Study Group is overseen by its Management Committee, which comprises Study Group workers plus other people either involved in food cooperatives or who have a particular interest in co-ops.

The Committee generally meets once a fortnight to discuss and assess the project and to decide future direction and policy.

If anyone is interested in joining the Management Committee please contact the Study Group on 4194322.

Funding.

The Study Group has again been funded for only an interim period, this time for three months. There are two main reasons for this from the Government's point of view:

- (i) pending the receipt and evaluation of the report of the Ministerial Advisory Committee on Cooperation (MACC - see next section.)
- (ii) further decisions made on Ministerial responsibility for cooperatives.

The Management Committee to the Study Group is not happy with such short term funding but agreed to accept in this instance. This was because the tasks allocated to the Project were appropriate for food cooperatives and also it seemed as though food co-ops are more likely to get long term assistance if our activities are maintained at this stage.

Ministerial Advisory Committee on Cooperation. (MACC)

The MACC report has now been printed and circulated for public discussion. Any co-op wanting to see this report should contact the Study Group.

The report presents some 60 recommendations for the future development of the cooperative movement in Victoria. It considers what policies and strategies should be adopted in the seven major areas of cooperative legislation, cooperative organisation, government role, education and training, finance, trade unions and the individual sector (eg food) priorities for cooperative development.

Of particular interest to food cooperatives is that our sector is accurately represented in the report and in a separate section dealing with immediate issues there are recommendations that:

- (i) there be immediate funding of a warehouse and resource centre, and in the very short term that
- (ii) the current level of funding to the Study Group be maintained to ensure continuity and the implementation of these major proposals.

Cabinet will discuss the report during February and we should hear before long the general response to the document and what commitment the Government is prepared to make to its various recommendations.

At this stage there is some urgency for Cabinet to respond to the report as Minister Steve Crabb has virtually closed the Cooperative Development Program

(CDP) in the Department of Employment and Industrial Affairs. There is a recommendation that in the short term this program be transferred to the Registry of Cooperatives pending an Office of Cooperatives being established and responsibility of this office assigned to a Minister supportive of co-ops.

It is likely that if any money for food cooperatives is approved it would come through this program. The Study Group and some co-ops have written to Premier Cain regarding this matter but to date we have only received letters of acknowledgment, but no adequate response to our questions.



Ballarat Trading Co-op

Ironically located between McDonalds and Taco Bills, Ballarat Trading Co-operative Ltd. (BTC) has an extensive range of whole foods, canned groceries, fresh produce, as well as a large selection of Chinese cooking goods. The premises, in the main shopping mall in Ballarat, is far more attractive than most cooperatives can presently hope to acquire with the limited resources available to the sector. The large glassed in building provides an open and inviting venue for new shoppers. Originally, BTC opened in November, 1981. After a year of operation, the cooperative was forced to close due to financial difficulties. Gary Hunt, of the board of directors indicated that this was primarily due to an inadequate capital base and insufficient financial management. In March, 1985 BTC reopened, a recipient of a \$54,000 loan/grant through the Co-operative Development Program (CDP). The bulk of this, roughly \$40,000, was received in the form of a low interest loan with repayment beginning in 1989.

A great deal of effort has been put in by the paid workers and volunteers at Ballarat Trading Co-op to make the shop as accessible as possible

to local residents. All products are clearly marked with both member and non-member prices. Price comparisons are listed above the fruit and vegetables showing up to 60-80% savings over supermarket prices on selected lines. This kind of information, illustrating the benefits of shopping at the co-op, is invaluable in encouraging patronage of a new shop. Membership of the co-op is also strongly advocated by signs hanging near the cash register; lifetime membership costs \$21 consisting of ten \$2 shares and a \$1 joining fee.

Cathy Caven, who job shares the managers position with Jenny Schmidt, expressed a great deal of enthusiasm for the co-operative. She stated the importance of having volunteers help with the work in the co-op. Although overworked, (the common fate of co-op employees!), Cathy was feeling relieved as a board of directors meeting the previous evening had made a commitment to make financial projections with the hope of securing a wage for a fourth staff member. John Kerr is responsible for the fruit and vegetable section of the food coop. He buys from Footscray Market twice

weekly, leaving at 2 a.m. from Ballarat. The co-op has made delivery arrangements with some suppliers to have goods dropped to their truck at the market. This is convenient and cuts down on delivery costs which are high to country areas.

On a day to day level, decisions



Selecting fruit + vegetables at Ballarat Trading Co-op.

are made by the employees while larger policy and financial decisions are in the hands of a board of directors. This structure presents problems for some cooperatives where workers have not been consulted in decisions which largely concern them. This has not been a problem with BIC however, Cathy described the Board as very supportive and understanding of staff members and describes the relationship between the staff and the Board as extremely positive. The co-op employees attend Board meetings and Jenny, one of the managers, is also a director. At the previous night's meeting a board member had undertaken to draft a food policy document. Staff have found that without clear guidelines concerning which foods to stock, the choice becomes an arbitrary one by the workers. The lack of a formulated policy can cause difficulties for them and members.

Ballarat Trading Co-op has the potential to be a major retailing outlet, providing a cooperative alternative for the local community. Funding through CDP enabled this food co-op to acquire premises, purchase equipment and outfit the shop. BIC was therefore able to avoid many of the critical financial problems which food co-ops experience in their infancy. This has allowed for more time and energy to be utilized in establishing the co-op in the local community.

BIC was a very impressive example of the potential of food co-ops if government support and assistance were widely available. We left feeling very optimistic about the future of this cooperative and would strongly recommend a visit if you're in the local area.

Phone Cathy or Jenny on (053) 33-1011.



The co-op is open:
Monday-Thursday: 9 am-5:30 pm
Friday: 9 am-7pm
Saturday: 9am-12 pm

Middle East Co-operative Ltd.

Opened by the Hon. P Spyker, Minister for Ethnic Affairs in December 1985, this cooperative is situated in a shopfront in the main shopping centre of Glenroy.

Although the co-op sells food, it

has a different structure to most food cooperatives, in which the customers are generally the members. This group is a worker co-op in which the workers are the members and they own and control the enterprise. Customers simply come and

shop and are not involved in running the business. As with all worker co-ops, Middle East Co-op has a commitment to the creation and maintenance of employment.

The enthusiasm for a cooperative originated from members of the Broadmeadows Lebanese Arab Self Help Group which was established in 1983. The group's principal objectives were to act as a pressure / lobbying group for a wider range of services in the Broadmeadows area, to unite the Arab speaking community and to assist that community to establish a social club.

Eight members of the group, who had experience in a range of areas such as milk bars and coffee lounges were having difficulty gaining employment. This, together with a desire to work in a democratic environment resulted in the group researching and developing a proposal for a worker cooperative.



Members attended the Intenders Course and the New Enterprise Course at Preston College of TAFE and wrote a business plan for the co-op. As part of this plan members conducted market research to determine market size, viability and investigate suitable locations. A total of 140 families from the Arabic, Turkish and Greek communities were interviewed, and results indicated that there was excellent potential for such a venture. There is a large Middle Eastern population in the area and there were no specialist shops selling a range of Middle Eastern goods. This business plan was approved and after some delay, money was made available for the business through the Affirmative Employment Program in the Department of Employment and Industrial Affairs. The Co-operative Development Program financed the two courses at Preston TAFE and continues to provide support through ongoing consultancy.

The Co-operative now provides employment for six workers, three full time and three part time, who between them have responsibility for all aspects of the business. The co-op stocks a wide variety of Middle Eastern foodstuffs including dry goods such as nuts, beans, sugar, rice and herbs and spices. In addition, they stock a range of cheeses, specialist canned products and Middle Eastern kitchen ware. The co-op has its own printed bags and labels and goods are either pre-packed or packed at time of purchase.

The shop is smaller than originally planned and there are plans to extend the building subject to adequate sales and further funding being made available by the government. The extension will allow the sale of fruit and vegetables and expand the range of meat sold. A hot food bar for nuts will be installed in the next few weeks and Halal meat (slaughtered according to Islamic law) will also be stocked soon.

The local Health Inspector has kept a close watch on the shop and apparently visits frequently. The co-op does, however, comply with all

the major Health Commission regulations—they even have an automatically operated wash basin which is required when repacking foodstuffs.

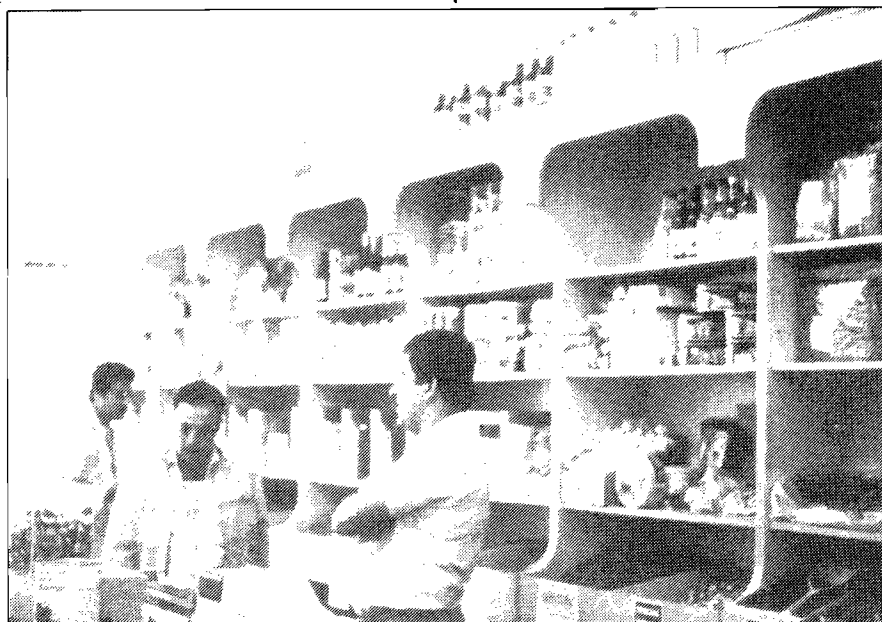
Sales are improving steadily, although as with most businesses there has been a lull during January. The co-op intends to extend opening hours to include Sunday from the 9th of February. If you want to stock up on Middle Eastern food or chat to co-op members about this interesting enterprise, opening hours are;

Monday-Thursday	9am-5pm
Friday	9am-9pm
Saturday	9am-1pm
Sunday	9am-1pm

753 Pascoe Vale Road
Glenroy ph. 306-9894
Contact: Imad Faraj



The main counter at Middle-East Coop.



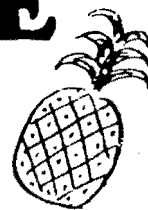
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WE HAVE JUST HEARD THAT LETTERS SENT BY FOOD CO-OPS TO PREMIER CAIN AND MINISTER CRABB ARE BEING FORWARDED TO THE SOCIAL DEVELOPMENT COMMITTEE OF CABINET.

THIS COMMITTEE HAS RESPONSIBILITY FOR THE SOCIAL JUSTICE POLICY OF WHICH THE ANTI-POVERTY STRATEGY IS A PART - IT IS IN THIS THAT THE WAREHOUSE AND RESOURCE CENTRE ARE QUOTED. WE ENCOURAGE THOSE CO-OPS WHO HAVE NOT WRITTEN TO PREMIER CAIN TO DO SO AND REFER YOU TO OUR LETTER OF DEC. 12th AS A GUIDE.

JOB AVAILABLE



Organic Fruit and Vegetable Co-op
408 Smith Street Collingwood

MARKET BUYER/SHOP CO-ORDINATOR : PARTIME

To work as part of a collective, managing and carrying out the daily tasks of operating an organic fruit and vegetable store.

FUNCTIONS

Buying - two days

- to drive truck to Footscray Wholesale Market, Tuesday and Thursday
- buying from established suppliers, loading and unloading truck
- pricing of stock

working with market volunteers - hours 4am to 10am

Shop Co-ordinator - one day

- daily running of shop; stocking, serving, cleaning, display and information
- active involvement in co-operative's management collective
- encouraging member participation

Wage \$180/week gross

Applications close February 21st. Enquiries telephone 419 9926 after 10am

Selling Food Unpackaged

This especially concerns those food co-operatives who sell food in an unpackaged form which is consequently packed by the customer at the time of sale. This does not concern co-ops who prepack their foodstuffs.

The Health Department has recently passed legislation which requires that all food not defined to be "subsequently cooked" may only be dispensed in a fully enclosed unit with a chute e.g. nuts, dried fruit. Therefore, customers are no longer able to scoop their own goods from bulk containers.

Food co-ops have expressed dismay at this new legislation because :

1. It stills remains arbitrary what can be defined as a food which will be subsequently cooked and what would not.
2. We've not been given any information regarding the conceived dangers of self service, upon which the legislation is based.
3. The legislation is inconsistent in that it does not extend to fresh produce, which is handled by the public and not subsequently cooked.
4. The units are very expensive to install and not especially efficient.
5. It becomes yet another cost for food co-ops that wish to sell in bulk thus defeating the savings that could be passed to the consumer.
6. The legislation will restrict new food co-ops because the initial capital outlay is high.
7. The legislation is primarily designed for supermarkets and it is not necessarily relevant to food co-ops which have a membership base, thus differing from an outlet selling to the general public.

Any co-ops or individuals interested in discussing and planning further action with the Health Department with respect to this legislation please contact Michelle, phone 419-4818.

CO-OP
Connections

What information would you like? What information have you to share?

-suppliers?...premises?...health regulations?... What coops are in your area?

This newsletter can be used for the exchange of information, ideas etc. We'd really like your suggestions and contributions for the next issue.

No. 2 ... MARCH 10th } please contact us
 No. 3 ... APRIL 1st } before these dates.

food co-operative



news



no. 2. march '86

This newsletter was produced by the
Victorian Food Cooperative Study Group
408 Smith St. Collingwood, Vic 3066
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Newsletter No.2 ~

Another big 'hullo' from the Study Group and we do hope your cooperative is running well !

This newsletter brings together a variety of information - an update on the work of the Study Group, articles on three food cooperatives and a list of suppliers.

We would like to thank Carlton Contact for the article on their cooperative. Thanks also to Wholefoods Cooperative in Geelong and to Evening Quail Cooperative in Clifton Hill for the information about their cooperatives and time given to the Study Group during interviews.

The newsletter contains a supplement which outlines a large number of suppliers in the metropolitan area who are willing to deal with food cooperatives. This supplement is a response to the numerous calls we have had for assistance with purchasing food. We would be pleased to hear from co-ops who have satisfactory arrangements with other suppliers and we will pass this new information onto other cooperatives in a future newsletter.

The Study Group ~

With just three weeks of funding remaining the pressure is on for the Study Group and we are concentrating our work in three main areas :-

(1) THE INFORMATION/RESOURCE KIT.

This work is progressing well but we are finding that the translation of ideas and concepts into words is, as ever, a time consuming process. Consequently the Kit is not as near to completion as planned. It will not be finished by April 4th and we are trying to obtain more funding to complete it.

We feel strongly that the information the Study Group has gathered over the past two years should be available in a systematic form for those interested in food cooperatives. We will let you know in the next newsletter if we have been successful in securing funding to finish the project.

(2) SEEKING LONG TERM FINANCE FOR THE WAREHOUSE AND RESOURCE CENTRE.

This continues to be a lengthy and frustrating business - it is well known that the Government made a commitment in March last year to support the Warehouse and Resource Centre for food cooperatives and still responsibility for these projects has not been assigned to any government department. We have been told that the implementation of these projects must await the release of the report of the Ministerial Advisory Committee on Cooperation (MAOC). Well, this report is in its final stages but still has not yet been discussed by Cabinet....so, we are still waiting and in the meantime are seeking further funds to continue the work currently being undertaken and to sustain the momentum of the sector until decisions are made.

(3) INFORMATION ON ESTABLISHING AND RUNNING A CO-OP.

This is what, we feel, a resource centre would be all about - helping and supporting people to establish food cooperatives and assisting those who are already running co-ops. Producing the newsletter is one aspect of this work.

Daily we receive inquiries from people seeking such assistance and, as yet, we still cannot provide an adequate service because of the restraints imposed upon us by the nature of short term funded projects. However, don't let this put you off contacting the Study Group - if you'd like some help for your co-op, call us. We see this as an important part of our work and it helps us ensure that we have all aspects of running a co-op covered in the kit

Ministerial Advisory Committee on Cooperation ~

The release of the MAOC report has been a lot slower than anticipated and it still has not been discussed by Cabinet. This means we remain unclear as to the availability of long term funding for the Warehouse and Resource Centre. Once again it may be necessary for food co-ops to show their support of these proposals by writing to appropriate departments. We will notify you if we feel this is imperative to gain the funding. In the meantime we are continuing to write and speak with people who can assist us.

We have spoken with other sectors of the co-op movement (worker co-ops and rental housing co-ops) and a meeting of these sectors, including food co-ops may be organised to plan a joint response to the MAOC report.

This would ensure that all our interests are taken into consideration by the Government.

Hopefully we will have news of some developments for the next newsletter on April 4th.

Wholefoods Co-op Ltd.



'Wholefoods' is a community owned natural foodstore established in 1978 and registered as a cooperative trading society. Situated in a quiet mall in central Geelong, the cooperative has 1400 members and a daily turnover of about \$1,000.00.

An information brochure produced by the co-op states:

"Wholefoods is committed to improving the quality of life in our community by providing a large range of quality wholefoods, with priority given to bulk, organic and locally produced goods. Also, we seek to promote an awareness of the various methods of food production and their effects on people's lives and the environment."

The co-op provides vegetarian and special dietary food in bulk and at the lowest possible prices. This includes fruit and vegetables, both organic and conventionally grown, dried beans, grains and flours, pasta, nuts and seeds, dried fruit, dairy products, soya bean and tofu products, breakfast foods, sugar, milkpowder, carob products, bread, juices, herbs and spices, herbal teas, spreads, oils and soaps.

In recognition of the interests of the members and also as guidance for the staff, Wholefoods has developed a quality control policy. The aim of this is to ensure that the quality and type of foods sold by the co-op are of the highest standard possible. It is a statement of the co-op's commitment to the social, political and environmental implications of its trading activities. The policy is organised under the following headings:

- | | | | |
|---------------|--------------|-------------------|--------------------------|
| 1. packaging | 3. organic | 5. food additives | 7. special dietary needs |
| 2. vegetarian | 4. wholeness | 6. labelling | |

Wholefoods' policy (5 pages) is a thorough and well developed document and we recommend any cooperative interested in writing its own policy covering these issues to read Wholefoods'.

Inside the store the customer is greeted by a multitude of bulk containers, each labelled with the product name and price. Scoops are available for customers to package their own requirements. The co-op has a major commitment to minimising packaging and most customers bring their own recycled bags and containers. Some new packaging is available at cost. The costs of running the cooperative are covered by adding a mark-up onto the purchase price of the goods. This mark-up varies for the different types of food. The co-op has developed a good relationship with the local health inspector and has not been restricted in any major way in its activities by the Health Department.

Overall policy and control of the cooperative is in the hands of the 1400 shareholders through a board of directors, elected at the Annual General Meeting. The directors meet on a regular basis and the manager also attends, part of this role being to represent the interests of the staff. Members may also attend if they want direct input.

The co-op's daily activities are coordinated by Marie Wardle, who has been the manager for just a few months.

There is one other full time worker. Bill, who manages the fruit and vegetable side of the business and travels to Footscray Market in Melbourne twice a week. Jill, a part time worker, has responsibility for the herbs, spices and herbal teas sections and has worked for Wholefoods for the past four years.

Although originally organised by volunteers, the co-op now finds it doesn't need to rely on volunteer labour to help run the business. It can afford to pay staff and consequently does not seek volunteer participation. At present the co-op has just one regular volunteer, Monty, who works two sessions of three hours per week.

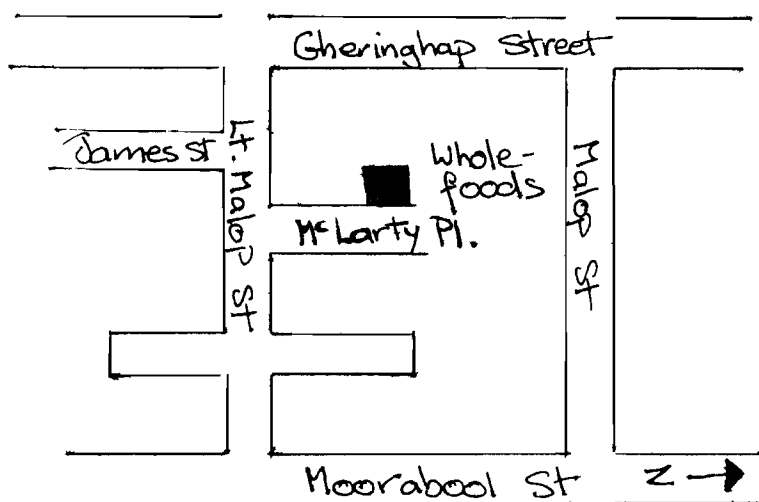
Marie Wardle is extremely enthusiastic about the co-op. She spoke of its growing popularity within the Geelong community and, although she would like to see the takings increase a little, she feels that for the co-op to become much larger would detract from its current friendly atmosphere.

Wholefoods is planning some renovations to the back of its premises to make better use of its facilities for processing and storage. The co-op has extended its activities to the manufacture of Tofu. Tofu is made from soya bean milk, is quite bland in flavour, white in colour, has a smooth texture and is somewhat like a well set jelly in appearance. It is a high quality protein food, especially popular with vegetarians. The co-op currently makes tofu in cramped facilities and renovations will improve this situation. Apart from selling tofu in its own store, the co-op also supplies to other outlets in Geelong and also to Ballarat Trading Cooperative Ltd. Wholefoods hopes to expand its sale of tofu further and would also like to make other products from soya beans. Co-ops interested in buying tofu should contact Wholefoods direct.

Membership of the co-op is \$15.00 per year. Upon joining 2 \$5.00 shares are purchased and a \$5.00 entrance fee paid. In subsequent years an annual levy of \$15.00 is charged. The payment of this levy is currently under review due to the high costs incurred with its administration and also because it is taxable income.

When the Study Group visited Wholefoods we were greeted by staff who have immense enthusiasm for the co-op and what it is seeking to achieve within the community. The cooperative has been operating for eight years now and should continue to work towards meeting its social and financial objectives.

If you're visiting Geelong the co-op is situated at 2 McLarty Place and is open Monday to Saturday.



Hours

Weekdays 9.00 - 5.30 p.m.
Friday nights till 7.00 p.m.
Saturday morning 9.00 - 12.30 p.m.

2 McLarty Place.
Ph: 052 21 5421



SUPPLIER	ADDRESS + PHONE No.	STOCK	MINIMUM ORDER REG.	METHOD OF PAYMENT	DELIVERY	COMMENTS
Al-Wadi & J Roastery	697 High St Thornbury, 3071. Ph: 484 7131 Contact: Mrs. Jabra.	Nuts, beans, chick peas, canned Lebanese goods, tahini, bourghal.	5 kg of each item	First order - cash. Regular customers pay for an order as they pick up the next	Yes, but the min. order must be filled	
Arnot Brockoff Guest	53 Huntingdale Rd Burwood, 3125 Ph: 285 1214	Biscuits, Xmas tins, plum puddings.	5 Units (20 packets)	Cash on delivery (3% discount) To establish an account you must supply 3 trade refs.		* You must add 10% sales tax at time of purchasing.
Australian Botanical Products.	54 Stawell St. Richmond, 3121 Ph: 428 4192	Tallow free soap, Ecologically sound dishwashing deterg- ent, waxes, resins, fragrant oils.	No.	C.O.D. or account	No.	
Australian Soap Co.	37 Parkhurst Drive Knoxfield, 3180 Ph: 221 5778	Soap, shampoos and a range of cleaning products. Also a range of per- sonal care products.	No. Terms are negot- iated with each outlet.	* Both these arrangements should be negotiated with the outlet you are dealing with.*		To purchase you must contact your nearest <u>Soap Box shop</u> , not the Aust. Soap Co.
Ballantyne, K.L. P/L.	295 Grant St. South Melbourne, 3205 Ph: 690 1766 699 6488	Dairy products, confectionary, flour gourmet foods	\$150.00	Cash. To establish an account you must supply trade refs.	Yes, for orders of \$150.00 and above. Orders under \$150.00 attract a surcharge	
Bendigo Honey House	P.O. Box 9 Eaglehawk, 3556 Ph: (054) 46 8842	Honey (27 Kg)	No.	Preferably C.O.D.	Yes, every fortnight	
Best Foods	60 Jolimont St. East Melbourne, 3002 Ph: 63 7826	Muesli, oats, pies, flans, cornflour, rice cream, custard powder	10 cartons	Cash. To establish an account, you must submit trade refs.	Yes, for minimum orders.	

Biwell	18-22 Viking Court Cheltenham, 3192. Ph: 555 9955 555 8068	Flour, sugar,cheese, chocolate,yeast, butter.	No.	C.O.D. or 7 days if on account.	Yes, for orders of \$30.00 and over.	
Biodynamic Marketing Company Contact: Peter and Ana De Podolinsky	Main Rd. Powelltown, 3797	Biodynamic cheeses, butter,juices and grains.	No.	C.O.D.		
Blue Lotus (speak to Beng)	4 Vika Ave. Monbulk, 3793 Ph: 756 7374	Tofu,tempeh,spring rolls tofu burgers, fresh sprouts.	No.	C.O.D.	Yes, Melbourne metro- politan areas and the Dandenong ranges.	
Bonlac/ G.N.Foods	566 St.Kilda Rd. Melbourne, 3000 Ph: 520 0911	Butter, processed and natural cheeses, specialty cheeses, cream. UHT milk.	Yes,a full pallet (ie 750 kg - 1 ton)	C.O.D. or if on account, 14 days.	Yes, Melbourne metro- politan areas - FIS.	
Bushells P/L.	71 Normanby Rd Nottingham, 3168 Ph: 544 8211	Coffee and tea. Bulk and packet	1 carton (24 packs)	C.O.D. and account	Yes, for orders of 1 carton or more. \$ 60.00. - \$70.00	
Calorie Control	79 Mt. Pleasant Rd. Nunawading, 3131 Ph: 877 5522	A range of health foods	\$100.00	C.O.D.	Yes, in Melbourne metropolitan area, Geelong, Ballarat. Country by rail. FIS.	
Cambridge Poultry Distributors	584 Chapel St. South Yarra, 3141 Ph: 241 5604 Factory:17 Pipe Rd. Brooklyn Ph: 369 1316	frozen chickens, boiling hens,chicken fillets,drumsticks, chicken maryland, frozen turkey and ducks	4 boxes of chickens (6 - 8 chickens or equivalent)	C.O.D.	Yes for minimum order	
Campbell's Cash'n' Carry	1400 Centre Rd. Clayton, 3168	Supermarket lines	No	C.O.D.	Yes,through F & L Foods.There is a charge.	

SUPPLIER	ADDRESS + PHONE No.	STOCK	MINIMUM ORDER REG.	METHOD OF PAYMENT	DELIVERY	COMMENTS
Carringtons	2 Carey St. East Bentleigh Ph: 579-2922	Confectionary, canned food	\$150.00	C.O.D.	Yes, for minimum order.	
Ceres Natural Foods	15 Ardenia Crt. East Bentleigh 3165 Ph: 579-3422 579-1264	Health Food Lines, Japanese goods, grains, organic lines, oil, tamari	No.	C.O.D. or 7 days can be negotiated.	Yes, in metro. area, country areas by rail.	
Country Life Bakery Pty. Ltd.	15 Union St. East Brighton 3187 Ph: 596-5577	Bread: multigrain, wholegrain, fruit seed, fruit and spice, glu- ten free, herb loaf, hyper glycemia bread, Pritiken loaf, rye, yeast free, Wupperbrot (formally Wuppertaler)	\$20.00 (this is flexible)	C.O.D.	Yes	We found the man we spoke with extremely helpful and informative. The bread is very rea- sonably priced, ranging from \$1.05-\$1.80-very cheap for bread of this quality. (Please note, there will be a small price rise at the end of March. From our con- tact with this bakery, we would recommend them to be reliable and sin- cere suppliers.
Cox Health Supply	32 Sinclair Rd. Dandenong 3175 Ph: 794-6900	Health Food Lines, Vitamins, Lotions, creams, oils, Herbal teas, flour, soap and shampoos, toothpaste, jam	\$50.00	C.O.D. (unless on accounts)	Yes	
Dandenong Ranges Bakery	20A Alchester Crt Boronia 3155 Ph: 762-1161	Bread: Wuppertaler, Hypo-glycemia, Light Potatoe Rye, Black Bread	15 loaves	C.O.D.	Yes, most Melbourne metro areas. A charge for country areas.	

David's Victoria Pty Ltd.	19 Springvale Rd. Glen Waverly 3150 Ph: 566-3411	Frozen foods (eg. vegg, chips, pies, ice cream). Retail pack size.	Full carton	C.O.D.	Yes	
Europa Cheese Co.	12 Lynch St. Hawthorne 3122 818-5734 (Wed, Thurs, Fri.)	Rennet Free Cheese (Tasty, Ricotta, Casalingo, Mozzarella)	No less than 1 kg. blocks	C.O.D.	They will only deliver if a substantial order and along their delivery route. Otherwise you can purchase from their shop.	Open Wed-Sat morning.
F & R Goetz (contact Frantz and Rosa Goetz)	Gembrook Rd. Pakenham Upper 3810 (059) 427-225	Pure Apple Juice (2 litre)	Yes- 2 dozen	C.O.D.	Yes	20% deposit on each bottle, reimbursement upon return.
Huile Trading	Cnr. Sims St. and Dynon Rd. Footscray 3011 Ph: 68-3374	Nuts	6-10 kilos per item if you pick up. \$100 worth for delivery	C.O.D. initially-30 day accounts established with referees.	Yes	
Hamey & Co.	P.O. Box 96 Coffs Harbour 2450 NSW	Dried and Carob Bananas	None, but the more you order the more you save on freight per unit.	14 days	By Rail	
Henry Jones	1513 Centre Rd. Clayton 3168 Ph: 543-6100	Seconds in canned and in frozen goods	No.	C.O.D.	Yes	
Indasan Biochemicals Pty. Ltd.	30 Futura Rd. Keysborough 3173 Ph: 798-8500	Eucalyptus Oil in Bulk(Cheap!), Soaps, Shampoos, Household Cleaning Fluids and Personal Care Products	\$50.00	C.O.D. or accounts of 30 days	Deliver in Melbourne area, by rail in country.	
Jalna Dairy Foods	1-3 Cope St. Preston 3072 Ph: 480-6899	Yoghurt, Sour Cream, Soft Cheeses and other dairy products.	Depends on Driver (Owner/Driver)	C.O.D.	Yes	C.O.D. payment is critical with this company as the drivers are paid per unit and don't receive their money if customers don't pay

SUPPLIER	ADDRESS + PHONE No.	STOCK	MINIMUM ORDER REG.	METHOD OF PAYMENT	DELIVERY	COMMENTS
Al-Wadi & J Roastery	697 High St Thornbury, 3071. Ph: 484 7131 Contact: Mrs. Jabra.	Nuts, beans, chick peas, canned Lebanese goods, tahini, bourghal.	5 kg of each item	First order - cash. Regular customers pay for an order as they pick up the next	Yes, but the min. order must be filled	
Arnot Brockoff Guest	53 Huntingdale Rd Burwood, 3125 Ph: 285 1214	Biscuits, Xmas tins, plum puddings.	5 Units (20 packets)	Cash on delivery (3% discount) To establish an account you must supply 3 trade refs.		* You must add 10% sales tax at time of purchasing.
Australian Botanical Products.	54 Stawell St. Richmond, 3121 Ph: 428 4192	Tallow free soap, Ecologically sound dishwashing deterg- ent, waxes, resins, fragrant oils.	No.	C.O.D. or account	No.	
Australian Soap Co.	37 Parkhurst Drive Knoxfield, 3180 Ph: 221 5778	Soap, shampoos and a range of cleaning products. Also a range of per- sonal care products.	No. Terms are negot- iated with each outlet.	* Both these arrangements should be negotiated with the outlet you are dealing with.*		To purchase you must contact your nearest <u>Soap Box shop</u> , not the Aust. Soap Co.
Ballantyne, K.L. P/L.	295 Grant St. South Melbourne, 3205 Ph: 690 1766 699 6488	Dairy products, confectionary, flour gourmet foods	\$150.00	Cash. To establish an account you must supply trade refs.	Yes, for orders of \$150.00 and above. Orders under \$150.00 attract a surcharge	
Bendigo Honey House	P.O. Box 9 Eaglehawk, 3556 Ph: (054) 46 8842	Honey (27 Kg)	No.	Preferably C.O.D.	Yes, every fortnight	
Best Foods	60 Jolimont St. East Melbourne, 3002 Ph: 63 7826	Muesli, oats, pies, flans, cornflour, rice cream, custard powder	10 cartons	Cash. To establish an account, you must submit trade refs.	Yes, for minimum orders.	

Biwell	18-22 Viking Court Cheltenham, 3192. Ph: 555 9955 555 8068	Flour, sugar,cheese, chocolate,yeast, butter.	No.	C.O.D. or 7 days if on account.	Yes, for orders of \$30.00 and over.	
Biodynamic Marketing Company Contact: Peter and Ana De Podolinsky	Main Rd. Powelltown, 3797	Biodynamic cheeses, butter,juices and grains.	No.	C.O.D.		
Blue Lotus (speak to Beng)	4 Vika Ave. Monbulk, 3793 Ph: 756 7374	Tofu,tempeh,spring rolls tofu burgers, fresh sprouts.	No.	C.O.D.	Yes, Melbourne metro- politan areas and the Dandenong ranges.	
Bonlac/ G.N.Foods	566 St.Kilda Rd. Melbourne, 3000 Ph: 520 0911	Butter, processed and natural cheeses, specialty cheeses, cream. UHT milk.	Yes,a full pallet (ie 750 kg - 1 ton)	C.O.D. or if on account, 14 days.	Yes, Melbourne metro- politan areas - FIS.	
Bushells P/L.	71 Normanby Rd Nottingham, 3168 Ph: 544 8211	Coffee and tea. Bulk and packet	1 carton (24 packs)	C.O.D. and account	Yes, for orders of 1 carton or more. \$ 60.00. - \$70.00	
Calorie Control	79 Mt. Pleasant Rd. Nunawading, 3131 Ph: 877 5522	A range of health foods	\$100.00	C.O.D.	Yes, in Melbourne metropolitan area, Geelong, Ballarat. Country by rail. FIS.	
Cambridge Poultry Distributors	584 Chapel St. South Yarra, 3141 Ph: 241 5604 Factory:17 Pipe Rd. Brooklyn Ph: 369 1316	frozen chickens, boiling hens,chicken fillets,drumsticks, chicken maryland, frozen turkey and ducks	4 boxes of chickens (6 - 8 chickens or equivalent)	C.O.D.	Yes for minimum order	
Campbell's Cash 'n' Carry	1400 Centre Rd. Clayton, 3168	Supermarket lines	No	C.O.D.	Yes,through E & L Foods.There is a charge.	

Talking Of Food...

A SUPPLIER SUPPLEMENT

Locating reasonably priced food and reliable suppliers is a major difficulty for food co-operatives. A range of factors contribute to this difficulty and it is important for food co-ops to be aware of these. The following article outlines some of the issues, most were highlighted to Study Group workers as we spoke to suppliers when compiling the list which appears in this supplement.

People with experience in traditional businesses generally see co-ops as part of a shady area outside the realm of profit-motivated business and as such, co-ops are the subject of much misunderstanding. They also anticipate co-ops to be a fragmented group of individuals, with no particular address or contact person and therefore, not a reputable business. They often see co-ops as a loose group of people seeking cheap food by avoiding the traditional food distribution chain.

Some suppliers have had difficult dealings with food co-operatives, such as orders not being collected as arranged, accounts not being paid on time. This together with the fact that people working in co-operatives often have had no specific "business" training generally arouses suspicion with suppliers. The study group has found if a supplier has a negative experience with a food co-operative, this is often generalized out to be indicative of all food co-ops. In your dealings with suppliers it is worth remembering that how you deal with them can have an impact on other food co-ops in the future.

The proposed co-op warehouse would alleviate a lot of the problems co-ops encounter with suppliers, however, until this is established we advise co-ops to approach suppliers tactfully and to fulfill their part of the contract with suppliers to ensure purchasing is as problem free as possible.

1) MINIMUM ORDER REQUIREMENTS

This is when a co-op does not need enough (or is not able to afford enough) to meet the minimum order requirements of the supplier. This can result in not being able to place an order at all, or the order is too small to warrant delivery and the co-op must arrange collection.

2) "NO CO-OPS" POLICY

You may find that some suppliers will not do business with co-operatives. This decision is sometimes due to pressure from local shop owners who dislike the possibility of food co-ops selling food at cheaper prices than they do.

In general, co-op workers have had greater success with suppliers by being efficient and 'professional' when making contact with them. Some other tips are:

(1) PAY YOUR BILLS ON TIME

Sounds a bit simplistic, but often co-ops can be so occupied with other concerns their payments may run over the 7, 14 or 30 day accounts established with the company. Prioritize payments if it is impossible to pay them all at once. Punctual payments are the beginning of a reliable trading relationship. Some companies add on a surcharge if the account is overdue so paying on time can save you money in the long run.

(2) MAKE RETURN CLAIMS AS SOON AS POSSIBLE

Check the invoice against the goods as soon as the delivery arrives. If you have received damaged stock or not received everything on the invoice or received something you shouldn't have contact the company immediately and negotiate a credit or another delivery. Many companies state "No claims after 2 days" which means any shortages will not be made up if they are not informed of them within two days of delivery.

(3) SHOPPING AROUND

If you can get a better price on an item elsewhere, it pays to try and work out a deal with a long standing supplier before you take up the new offer. Often they would be prepared to lower the cost to you to maintain your business. This kind of courtesy is well received in business circles.

Princes St. Food Co-op

The Princes Street Food Co-op operates out of Carlton Contact Neighbourhood Centre at 20 Princes Street, Carlton. The centre is open weekdays for low - income and disadvantaged residents of Carlton to use as a drop - in and learning centre. The food cooperative is in keeping with this objective.

It is open every Thursday between 10 .00 a.m - 2.00 p.m. and is run by committee member Judith Fisher. The aim is to provide the users with a wide range of supermarket goods at low cost. The co-op provides its members with a more cost efficient alternative to supermarket shopping.

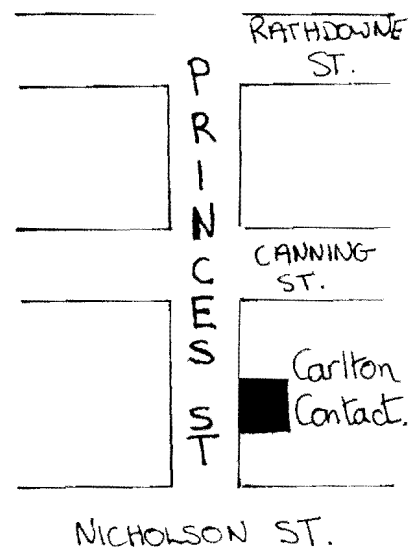
The food is purchased in bulk from the supermarket offering the cheapest buys for the week and re-sold through the co-op at cost. Such discriminating buying would normally be unavailable to co-op members because they do not have access to a vehicle enabling them to shop around. It brings cheap shopping to their neighbourhood. The goods vary slightly from week to week depending on the 'specials' which provides for a wide range of items that are sold through the co-op.

Membership of the co-op is 50c for life or the life of the co-op, whichever comes first ! It is assumed that members will help in the co-op in some way. Residents of Carlton and its surrounding areas are welcome to join and participate.

As with the rest of the building, the co-op was recently re - furnished, giving it a solid tiled floor and a paint job. The result is impressive.

The co-op is linked with a community lunch held on the same day to encourage users to develop skills in low cost cooking and menu planning.

If you would like to find out more about the co-op or any of the other activities at Carlton Contact, phone 347 2739



Evening Quail Food Co-op

The Evening Quail Food Cooperative was established in 1982 as one of the areas of work of the 'House of the Gentle Bunyip' (HGB), a Christian Community in Clifton Hill. The co-op has developed its aims in accordance with the general principles of the HGB, these being to introduce people to Christianity through awareness of the life and ministry of the Bunyip community and to create a channel for making contact with local people.

The cooperative's stated aims are:

1. To supply good, healthy food as cheaply as possible to members of both the Gentle Bunyip and the wider community
2. To provide a valuable service to the community
3. To promote increased awareness of the social and political issues involved in the manufacture, distribution and sale of food

The co-op operates in a room in the HGB. A second room is used for storage, packaging and labelling of goods. The co-op aims to have as much wholesome food as possible and to do as much packaging as possible. The co-op provides a wide range of goods including grains, flours, nuts, seeds, dairy products, coffee, tea, breakfast cereals, spreads, herbs and spices, oils, soaps, washing powder, tissues, toothpaste and garbage bags etc. A mark-up of 20% is placed on all lines except honey and peanut butter which have a mark-up of 25%. Prices are the same for both members and non-members. Members are encouraged to bring their own jars, bags and bottles for recycling. Members of the co-op pay an annual fee of \$10.00 per family/household (employed) or \$5.00 for unemployed/low income households.

The co-op is run by one paid coordinator, Lyn, who works four days per week. As well as running the co-op on a daily basis Lyn is also responsible for doing a fortnightly stocktake, ordering and packaging a range of goods such as honey, peanut butter, nuts seeds and muesli, honey and peanut butter. Lyn mainly decides on which foods to buy and any new lines to be introduced. Some members preorder small quantities of specific items through the co-op such as tahini and soymilk, which Lyn adds to the co-ops bulk order. Although there is as yet no clear policy on the role of members, Lyn stated that more members who would be willing to spend time picking up orders or packaging would be greatly appreciated. She is currently meeting with three other people involved in the co-op to develop ways of promoting member participation, and the Co-ops 1st Annual General Meeting is scheduled for March at which this issue will be addressed. If you live in the area and would like to visit the co-op, call in and see Lyn.



The co-op is open:

Mon - Fri 9.00 - 5.00

Saturday 8.3. - 12.30

94 Hodgkinson st.

Clifton Hill

Ph: 489 4274

food co-operative



news



no.3.april '86

This newsletter was produced by the
Victorian Food Co-operative Study Group
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Newsletter No. 3

FEATURES...

Links food
Cooperative

Aborigines Advancement League

An outline of the
information kit.

A price survey
of Victoria Market

Opening of Carlton
Community Milkbar

More about
Suppliers

What's happening...

The third "food cooperative news" is about to go to press and the Study Group has no further news concerning future State Government financial assistance to the food cooperative sector. This is, of course, a very disappointing as well as frustrating situation.

The Premier, John Cain, in his speech to the ALP State Conference on March 22nd 1986 reiterated the Government's commitment to an efficient, fair and equitable society and described its Social Justice Strategy as a mechanism for this to be achieved. He outlined a number of broad objectives:

- * to overcome unfairness caused by unequal access to economic resources and power;
- * to guarantee equal legal, industrial and political rights;
- * to ensure greater equality of access to essential goods and services, with particular attention to geographically related inequalities;
- * to ensure expanded opportunities for genuine participation of all Victorians in the decisions which govern their lives;

The Premier described the Social Justice Strategy as "a blueprint for a long-range, far-reaching reshape of social and economic resources, power, access, services and rights with the central aim of improving equity and fairness."

For a number of years food cooperatives have demonstrated clearly that they are an important community owned and operated initiative. They fulfil a number of economic, social and educational aims. In addition to providing food at viable prices, food co-ops seek to fulfil an important social role by bringing people together in collective activities. Problems such as social isolation, lack of self esteem and lack of education can be successfully addressed through participation in the food cooperative.

The Warehouse and Resource Centre proposals clearly fit into the Social Justice Strategy. They are designed to support and foster the development of food cooperatives and hence will further enable food co-ops to achieve their varied economic and social aims. The Premier supported these proposals in his pre-election platform, yet now, more than twelve months later the State Government has still not financed these ventures.

So, the news is gloomy - nevertheless, we hope you enjoy this 3rd newsletter, we at the Study Group hope it is not the last, but just in case we wish you every success with your food co-ops. We will let you know as soon as we hear of any funding decisions.

Links Food Co-op.



Photo courtesy of 'Williamstown Advertiser'

The Study Group met with four members of the Management Committee of the Links Food Cooperative at its new premises at 179 Ferguson St. Williamstown. The premises are currently being renovated to meet Health Department regulations and the co-op is planning to open in early May.

The idea to establish a food co-op in the Williamstown / Newport community was first discussed during September 1984. At that time Jean Holmes and Cathy Lengyel circulated a questionnaire to determine the extent of interest and support for a food cooperative in the community. The questionnaire was distributed to local community agencies (resource and community centres, drop-in and activities centres and infant welfare centres). 150 questionnaires were distributed and 80 were returned: of these, 99% indicated they wanted a food co-op and 30 people offered to volunteer in the shop. A Public Meeting was called at which a Management Committee was elected. This committee then began its work in three main areas ;

(i) funding (ii) premises and (iii) health regulations.

In early 1985 the committee successfully obtained funding from the Myer Fund (\$2000) and from the local council (\$500). Fund raising activities have also been held, eg. trash'n'treasure, hand craft stalls and a trip to play the pokies.

The search for suitable premises has been difficult for the committee. Initially, community agencies were contacted for available rooms - this proved to be unsuitable because rooms were not available on a regular basis or did not meet Health Department regulations. A big problem facing the co-op was the high rents charged for premises. At one stage a resident offered room in her house. However, this was located in a

residential zone, requiring special permission to run a business. The management committee undertook to obtain this permission by negotiating with the Council, placing advertisements in the local paper and speaking with local residents. After an immense amount of work, including the drawing of professional plans showing the proposed use of the premises, permission was refused by the Council. However, at this stage the Council agreed to contribute to the rental on the premises in Ferguson St, which are located in a commercial zone and although requiring extensive renovation are most suitable for the cooperative business

Each time the committee has considered possible premises it has consulted with the local Health Inspector. The Inspector has outlined a list of the changes necessary to the Ferguson St. premises to bring them up to Health Dept. standards. These renovations need to be carried out before the cooperative opens.

The management committee members state that although the process of securing premises has been very lengthy, taken a lot of work and has been most frustrating at times, it has taught them all a lot. For instance, members know how to run a meeting efficiently, maintain group cohesiveness and deal with conflict. Also, members are aware of how to approach council officers, deal with different council departments which may not be communicating with each other and thereby guard against inconsistent advice. In addition, co-op members are familiar with administrative and secretarial duties.

The principal aim of the cooperative is to supply food and other household items at prices lower than are currently available in the local area. The co-op plans to sell non perishable items such as shampoo, detergents and toilet paper as well as traditional grocery lines such as canned foods, sugar, dried fruit, oils, pastas, spreads and tea. Members will be encouraged to bring their own containers which voluntary workers will fill, to help reduce packaging costs and therefore prices. Volunteers will also prepack food bought in bulk. Initially, the co-op will be run by volunteers and will be open on Wednesdays, 10 am - 2 pm Thursday nights 6 - 9 pm and Saturdays 10 am - 1 pm. Members of the cooperative will pay an annual fee of \$10 per family/household (employed) or \$5 for unemployed /low income households.

The cooperative also aims to provide the opportunity for residents to develop and share skills and build friendships and support networks. Regular cooking demonstrations, production of a cook book largely using the food stocked by the co-op and assistance with budgeting will provide a valuable focus for community activity.

A Public Meeting is scheduled for April 7th to elect a new Management Committee, pass the model rules to incorporate as an association, sign up new members and organise a roster for volunteers. Just before workers from the Study Group left we discussed the sense of satisfaction that the management committee has achieved in getting the co-op to this point of opening; a satisfaction they believe stems from doing work which is for the community and for other people and not just for themselves.

more about suppliers...

The supplier supplement in Newsletter No. 2 stated that Sanitarium only wished to deal with 'registered' food cooperatives. Registered in this case means listed with any official body ie. the Study Group.

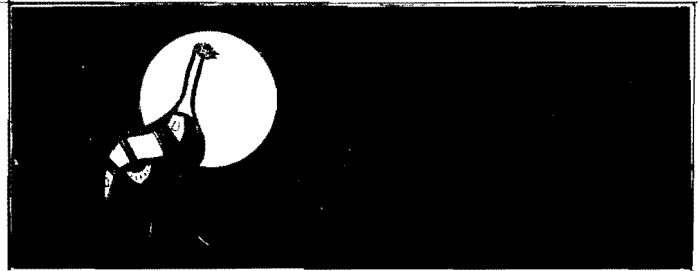
Since the supplement was printed Sanitarium have agreed that a 'letter of introduction' from the Study Group would be acceptable. They also state that at present the company is only dealing with one or two food cooperatives on a regular basis and are interested in supplying their goods to more co-ops. They have requested a list of all food cooperatives in the state so that their representatives can make contact and/or send appropriate information.

Whilst the Study Group believes that contact of this type may be very beneficial, we are unwilling to disclose information about food co-operatives without permission and have informed Sanitarium of this.

Our suggestion to food co-ops is for you to contact Sanitarium directly should you wish to obtain further information about their product range and prices. Should you wish to do business with Sanitarium contact the Study Group for a letter of introduction.

We hope that this arrangement is satisfactory.

ABORIGINES ADVANCEMENT



LEAGUE FOOD CO-OPERATIVE

Victoria's first Aboriginal food cooperative opened on December 2nd, 1985. The cooperative is located at the Aborigines Advancement League headquarters in Watt St. Thornbury.

The Aborigines Advancement League, formed in 1958, works for and on behalf of Aborigines in a wide range of areas. The League, which is managed by an all Aboriginal management committee, is currently involved in welfare, public relations, running a number of hostels, implementing social, recreational and political programs and education in Aboriginal affairs.

Anya Iaccone, a worker at the League was largely responsible for establishing the cooperative.

Initially it was decided that the co-op would be located in one of the larger store rooms off the League's main hall. The store room has large double doors which when opened up make the co-op easily accessible. The room had to undergo renovations such as painting, new shelving and additional lighting had to be installed to meet the requirements of the Northcote Council Health Inspector. The premises were approved and registered with the Council in November, 1985.

The co-op received funding of \$ 3765.00 (payable in two equal instalments) through a Family and Community Services (FACS) Grant. This money was used for establishment purposes, including purchasing of initial stock, painting, shelving, cash register and advertising throughout the local community.

The cooperative's principal aim is to supply a range of food and household items as cheaply as possible to low-income families, although anyone from the Aboriginal community is welcome to use it. The co-op's motto, painted above the door is "Help us to help our own". Any proceeds from the cooperative will be directed to the Aborigines Advancement League Distress Fund which has been established to provide assistance to those who find themselves in an emergency situation.

The co-op stocks a wide range of grocery items such as laundry, kitchen and bathroom products, tea, coffee, sugar, breakfast cereals, flour, canned vegetables, soups and fruit etc. At present the co-op only sells canned and packaged goods but it is hoped that eventually perishable goods will also be sold. A mark-up of 10% is placed on all goods to cover the costs of the co-op and to purchase a wider selection of stock.



If you are interested in visiting the co-op or know of anyone who could make use of such a service, opening hours are;

Monday - Thursday; 9 am - 5 pm
Friday; 9 am - 4 pm

You can contact the League on;
480 6377



CARLTON COMMUNITY MILK BAR CO-OP Ltd.

203 Canning Street
Carlton, Vic. 3053.
Phone: 347 9186.

The Carlton Community Milk Bar Cooperative Ltd, on the corner of Canning and Neill Streets in Carlton, was officially opened at 1.30 pm on Saturday, 5th April. The opening ceremony was performed by Mr. Ron Castle, the Central North Regional Manager of the Ministry of Housing. About 80 - 100 people listened and applauded as Mr. Castle made a brief speech and cut the ribbon to declare the milk bar open.

The milk bar has actually been open since February 10th but opened quietly to give the staff and the management committee a chance to handle any teething problems. Despite a lack of publicity, the milk bar has built up a steady trade and, by opening day, the shop was in full swing.

The cooperative sells all the usual products that can be found in a milk bar plus a variety of groceries, fruit, vegetables and bulk food. This range is expanding all the time as the milk bar takes recommendations from its customers to stock various products.

Anyone can shop at the co-op and, if they wish, can become a member by paying \$ 5.00. Membership entitles people to have a say in the operation of the shop, to vote for the management committee and to be able to stand for election to that committee. Members can also get 10% discount off groceries, fruit, vegetables and bulk food.

The move to have the milk bar run by the community was initiated by a number of tenants of the Ministry of Housing in Carlton who became concerned when the privately operated milk bar was closed for renovations and remained closed for some time. Local residents and community workers met to discuss the re-opening of the milk bar as a cooperative. It was envisaged that the co-op would provide a range of food at reasonable prices to tenants of the Ministry of Housing as well as other Carlton residents. It was also seen as a venue to provide education on nutrition and to give people the opportunity to learn and share skills.

This idea received wide support from individuals, groups and organisations in the Carlton area. Subsequently, funding was received from the Brotherhood of St. Laurence, the Melbourne City Council, the Ministry of Housing, the Lance Reichstein Charitable Trust and the Community Employment Program.

Currently, the Carlton Community Milk Bar Co-op is offering a free delivery service to aged pensioners and supporting parents who are members of the co-op. These people are able to phone through their orders of \$ 10.00 or more. There are plans to operate a free tea and coffee service in the courtyard on Thursday afternoons. This will provide members with an opportunity to meet each other. Staff at the milk bar have noticed that already the shop is acting as a local meeting place for residents and the tea and coffee service should help to foster this.



These early indications for the co-op are encouraging for all those involved.

If you would like to visit the co-op, it is open;

Mon - Fri; 7 am - 7 pm

Sat; 8 am - 6 pm

Sun; 9 am - 5 pm

You can phone the co-op on;

347 9186

Staff members Wendy and
Ron at the Milk Bar



An outline of the Information Kit

The Study Group has been working for some weeks now on an information kit for food co-operatives. This, when completed, will provide essential information on how to establish and run a food co-operative. The kit will function as a 'starting out' manual as well as a supplement to the knowledge and experience of existing food co-ops. The kit will comprise five sections as follows:

- (1) Introduction
- (2) Pre-cooperative stage

This section will encompass initial group discussions, ascertaining the community need and support, seeking of initial funding and resources, setting of objectives and organising for a public meeting.

- (3) Start-up Stage

This section will explore the feasibility of the co-op which is being planned. It outlines the importance of research and the use of questionnaires to document the nature of the community in which the co-op will be located. The section also covers the areas of legal and health regulations, premises, the costs involved (e.g. rent, equipment, wages, insurances, stock, transport etc.) and culminates by pulling this information together in a business plan for the co-operative.

- (4) Preparation for Opening

This section covers both the structural aspects of a food co-operative and also appropriate business systems. Policy issues such as decision making structures, staffing, accountability, conflict resolution, volunteers, theft, food policy and objectives are outlined. Systems for book-keeping, purchasing, pricing and stock control are covered. How to deal with taxation issues and credit are also considered.

- (5) Operational Stage

The areas covered in this section are those a co-op, once established, needs to particularly consider. These include education for members, staff and its community, forward planning, publicity and internal evaluation procedures for the co-op.

The Study Group would be pleased to receive any suggestions for the kit. Please phone 419-4322 or 419-4818.

* STOP PRESS *

ARNOTT BROCKHOFF GUEST - suppliers of Biscuits, Xmas Tins, Plum Puddings

Mr. Ken Watson, the General Sales Manager for this company has just phoned the Study Group to clarify the company's position concerning the sale of its goods. He has indicated that the information as outlined in the Supplier Supplement is incomplete. Food Co-ops should know that Arnott's will sell only to food co-ops which are registered by the Health Dept. of their local Council, and are operating the co-op as a retail shop. The minimum order required is equivalent to 100 packets of biscuits. If you have further queries concerning this company please contact the Study Group.

Price Comparisons ~

How do your food co-op's prices compare with local food shops?

The single most important objective for food cooperatives is to supply food at 'viable' prices, that is, prices which are competitive with food shops in the local area and prices which the co-op's members can afford.

The Study Group recommends to food co-ops that careful monitoring of the prices of food sold in their local area be undertaken on a regular basis. This is to ensure that the co-op knows how its prices compare with its competitors, for it is likely that members may decide to shop elsewhere if the food co-op is not cheaper than local shops.

The Study Group has undertaken a price survey of Victoria Market in Melbourne as a guide as to the prices of fruit and vegetables in the city area. This survey was undertaken on Thursday 3rd April between 9 am and 10 am. Quality, size, variety and freshness must be taken into consideration with any price comparison, and in this case the Study Group selected good quality, fresh produce and in some instances the size is indicated.

Item	Price	Item	Price	Item	Price
Apples - Golden Delicious	90c/kg	Passionfruit	7 for \$1	Garlic	\$8.00/kg
- Red Delicious	80c/kg	Pears - William	80c /kg	Ginger - green root	\$ 2.00/kg
- Jonathon-choice	70c/kg	Peaches - large	\$1.20 /kg	Leeks - bunch of three	80c
- Granny Smith	60c/kg	Pineapple - med	\$1.50 + \$1.80	Lettuce - large	50c + 60c
Avocados (large)	\$ 1.50 ea	Tomatoes - large	\$1.00 /kg	- minuet, small	50c
Bananas - lady fingers	\$ 2.50/kg	- med, ripe	60c/kg	Mushrooms - fresh	\$5.00 /kg
- green /firm	\$ 1.60/kg	Watermelon	50c/kg	Onions - brown	6kg for \$2
" "	\$ 2.00/kg	Beans - young, stringless	\$1.50/kg	- white	2kg for \$1
- large, ripe	\$ 2.40/kg	Broccoli	\$1.20/kg	Potatoes - new	6kg for \$2
Cantaloupe - small	\$ 1.00 ea	Brussel Sprouts	\$1.00/kg	- red	6kg for \$2
- med.	\$ 1.50 ea	Butternut - good size	\$1.00 ea	- Thorpdale	8kg for \$2
- large	\$ 1.60 ea	Baby carrots	60c/bunch	Parsley - fresh/bunch	50c
Grapes	\$ 1.20/kg	Carrots	60c/bunch	Pumpkin - QLD Blue	40c+25c/kg
Grapefruit - Riverland	5 for \$1	Cauliflower/med	\$1.00 ea	Radish - bunch	50c
Kiwifruit	3 for \$1	Celery - bunch	80c + \$1.00	Silverbeet - bunch	60c
Lemons	5 for \$1	Corn	40c ea	Spring onions - bunch	50c
Oranges - Riverland, small	14 for \$1	Cucumber - telegraph	\$1.20 ea	Squash - baby	\$2.00/kg
med	10 for \$1	- small/med	40c ea	Swedes	80c/kg
large	7 for \$1	Eggplant	\$1.60/kg	Zucchini	60c+80c/kg